USSOCOM ACQUISITION

Special Operations Low Intensity Conflict Conference

5 February 2003

TILO

Technical Industrial Liaison Off

- **Briefing Process**
- **Submitting Contractor Information**
- **APBI**

TILO Process

- Contractor submits:
  - White Paper
  - Briefing
  - Company information
- Staff Company Info
- Identify Sponsor
- Schedule Brief
- Announce to Command

TILO Benefits

- Focused marketing
- Exposure to entire Command
- Equal treatment
- Records

Needed Information

- **Firm/Address/Phone**
- **Product/Service description**
- **Proposed dates**
- **Classified??**
- **Audio/visual support needed**
- **Target Audience?***

Tips

- **Identify probable sponsors**
- **Focus on specific products**
- **Define USSOCOM Specific Characteristics**
- **Know USSOCOM requirements**

APBI

SOF Week/Advance Planning Briefing to Industry

May 11-15, 2004

For Exhibitor and Registration

Information go to:

www.meetingmattersplus.com

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